



## USAID-COMPETE PARTNER FUNDING SUPPORT TO EAGC

### QUARTERLY REPORT JANUARY-MARCH 2012

#### A. INTRODUCTION

This report from Eastern Africa Grain Council (EAGC) is for the period of 1<sup>st</sup> quarter 2012 (January to March 2012) covering the achievements under USAID-COMPETE funding support to EAGC. The Grant is aimed at strengthening institutional coordination and regional structured grain trading system through integrated regional market information systems, policy and reduced barriers to trade. The following activities were implemented in the said period:

1. Regional and Country Office Operations
2. Review of EAGC Strategic Business Plan
3. Structured Trading Systems
  - a. STS TOT workshop in Nakuru, Kenya
  - b. Development of STS Materials
4. Consultative Meeting in Tanzania
5. Market Information Systems
  - a. RATIN Survey
  - b. RATIN Overhaul
  - c. Market Monitors Training on New RATIN system and data collection tools
  - d. Purchase of hardware and software to support MIS linkage
  - e. Engagement of border monitors
  - f. Regional Integration of New RATIN
  - g. Regional Food Balance Sheet
6. Annual Agribusiness Fairs
  - a. Progress on the Agribusiness Expo in Tanzania
  - b. Progress on the Agribusiness Expo in Uganda
  - c. Progress on the Agribusiness Expo in Kenya

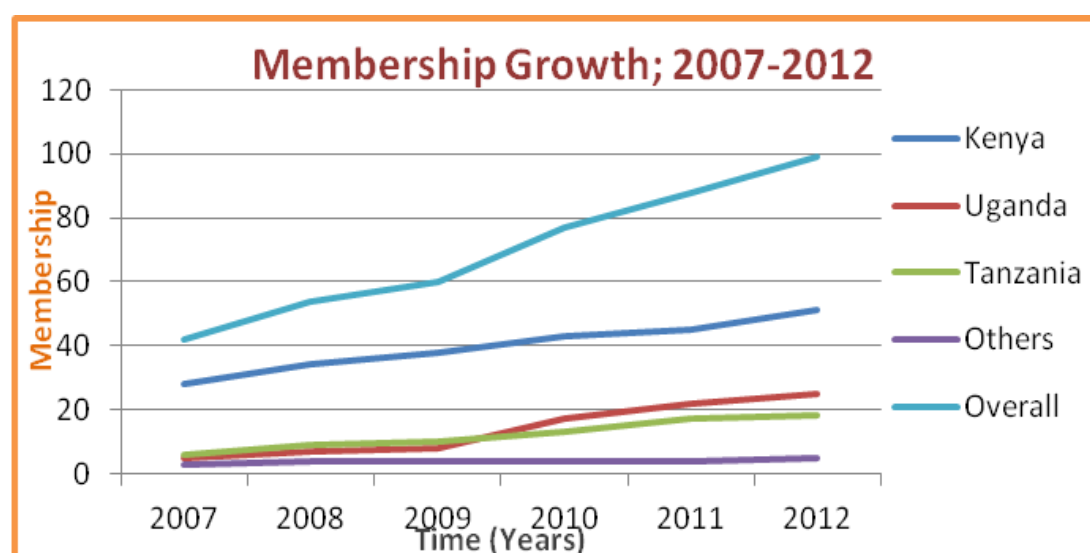
## B. INSTITUTIONAL STRENGTHENING

### a) Regional and Country Office Operations

Through the funding from USAID-COMPETE, the EAGC offices in Uganda, Tanzania and Kenya were operational. EAGC intensified its membership recruitment drive. Between January and March 2012, EAGC recruited the following members:

- (i) East African Malting Ltd-Kenya
- (ii) Mama Millers Ltd-Kenya
- (iii) ECOTACT-Kenya
- (iv) ESAANET-Zambia

Membership Growth Over the Past Five Years						
	2007	2008	2009	2010	2011	2012
Kenya	28	34	38	43	45	51
Uganda	5	7	8	17	22	25
Tanzania	6	9	10	13	17	18
Others	3	4	4	4	4	5
Overall	42	54	60	77	88	99



### b) Review of EAGC Strategic Business Plan

EAGC has been implementing its 5-year Strategic Business Plan (2008-2012). Being the final year of the plan, the Council has been in the process of developing the new Strategic Business Plan (SBP) for 2013-2017. This process started last year when EAGC board of Directors and the

Management team held a retreat in Mombasa to kick-start the process. A consultant was engaged and a draft SBP was developed.

Between January and March 2012, EAGC held validation workshops with its members and other stakeholders in Kenya, Tanzania and Uganda. The new SBP will be launched in Arusha on 20<sup>th</sup> April 2012 during the EAGC's Annual General Meeting.



Some of the EAGC Tanzania members during the SBP validation workshop

## C. PROGRAM ACTIVITIES AND ACHIEVEMENTS

### a) Structured Trading Systems (STS)

#### (i) STS TOT workshop in Nakuru, Kenya

EAGC conducted the “Training of Trainers” workshop on Structured Trading System (STS) in Nakuru, from January 12 – 13. Twenty seven officers(19 males : 8 females) from Cereal Growers Association and Kenya National Federation of Agricultural producers (KENFAP) the producer organizations who work closely with grain producers in Kenya were trained. This training programme was another phase in the process of competence building in the EAC countries for applying the concept of STS in Grain Industry particularly for support to farmers to improve their performance in agribusiness and access to markets.

There were two main aspects to the EAGC Training of Trainers’ programme on STS. The first was the training workshop which consisted of trainings on:

- Post-Harvest Management and Grain Standards & Grading (EAC standards)
- Grain Handling, Warehousing and Storage
- Trading Contracts and Arbitration procedures for trade dispute resolutions
- Market information sourcing and disseminate for trade purposes
- Warehouse Receipt Systems and Commodity Exchange

The second was a study tour to a grain handling plant. This served to demonstrate the practical applications of the knowledge acquired. Specifically the study aimed at demonstrating:-

- a) Grain intake procedures
- b) Sampling and testing for quality check
- c) Grain Storage
- d) Challenges faced in grain trade.

The resource persons were drawn from EAGC, CGA, Lesiolo Grain Handlers and USAID-COMPETE. The participants were broken into two groups to allow them to develop their work plans and draw their action plans with clear timelines and deliverables. Groups were urged to understand their role in strengthening STS while developing the action plans.



**A visit to Lesiolo GHL by Trainees**

## **(ii) Development of STS Materials**

Through the support from USAID COMPETE, the translation of the STS Handbook/ Training Manual and STS Farmers Brochure into Swahili, French and Kinyarwanda versions is now set for printing. This was done purposely to facilitate the training of farmers at the lower level.

### **b) Consultative Meeting in Tanzania**

In March 2011, during a Warehouse Receipt System (WRS) Multi-Stakeholder Workshop organized by Eastern Africa Grain Council (EAGC) in partnership with FAO-Southern Highland Food Systems (SHFS) and other institutions. EAGC formed four (4) Working Groups in Tanzania that were tasked with identifying and formulating resolutions to address different constraints towards Structured Trading in Tanzania. The Working Groups supported by the main conveners of the institutions have since then been conducting meetings.

In order to collate all the resolutions made by the working groups into one instrument. EAGC in conjunction with FAO-SHS organized a one-day workshop which was held on Friday, 10th February 2012 at Peacock Hotel. The workshop was aimed at receiving the working groups' reports, reviewing progress and agreeing on the way forward. The workshop was attended by 62 participants who included the members of the working groups and other relevant stakeholders.

All the four working groups presented their progress reports. Thereafter, the groups drew their work plans for this year. It's expected that through EAGC Dar es Salaam office, EAGC will take the responsibility of coordinating the working groups. The groups need to be meeting regularly and show deliverables based on their TORs. EAGC will also identify the support required by the working groups to ensure that they are effective.

The working groups and their tasks as listed below:

<b>Group</b>	<b>Task</b>
<b>Farmers Mobilization and Capacity Building Working Group,</b>	Strengthening of the capacity of farmers' organizations through trainings and awareness campaigns is required and the marketing and the Cooperative Act needs to be looked at in detail and amended to streamline grain marketing.
<b>Policy Advocacy Working Group</b>	Promotion of policy advocacy dialogue with government in order to lobby the government on taxation on equipment, existing laws such as Commodity & other Produce Act, review and amendment of WRS Act, lifting of export ban e.t.c
<b>Commodity Exchange Working Group</b>	Develop a road map for establishment of a suitable Commodity Exchange that reflect the realities in Tanzania.



<b>Warehouse Receipt System Working Group</b>	Strengthening of the capacity of the regulatory body, warehouse operators and inspectors to operationalize WRS.
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Mr. Ian Goggin of USAID COMPETE facilitating the Commodity Exchange Working Group Session

## c) Market Information Systems

### (i) RATIN Survey

EAGC carried out End user Survey to evaluate the information needs of the region's staple foods value chain actors as part of the broader effort to upgrade its Regional Agricultural Trade Intelligence Network (RATIN) website and build it into a regional Market Information System platform. The survey was conducted by Synnovate group and it targeted 30 members and other key stakeholders per country covering Kenya, Uganda and Tanzania. The final report from the consultant was submitted and recommendations from members informed the final review of the new RATIN.

## **(ii) RATIN Overhaul**

RATIN website overhaul process has been ongoing from December last year with the major component done in January. By the end of March 2012, the entire project was about 98% complete with the core system development fully completed. The Android phone trials were finalised and the SMS facility for Kenya, Uganda, and Tanzania developed. The beta release of the system can now be viewed on [http://ratin.eagc.org/RATIN\\_CMS/index.php](http://ratin.eagc.org/RATIN_CMS/index.php). The System has addressed most of the issues raised in the MTR document, Membership survey, RATIN technical team recommendations and issues to address membership and user needs. Pre-testing of the system went on during the month of March in anticipation to launch the new RATIN on 20th April in Arusha.

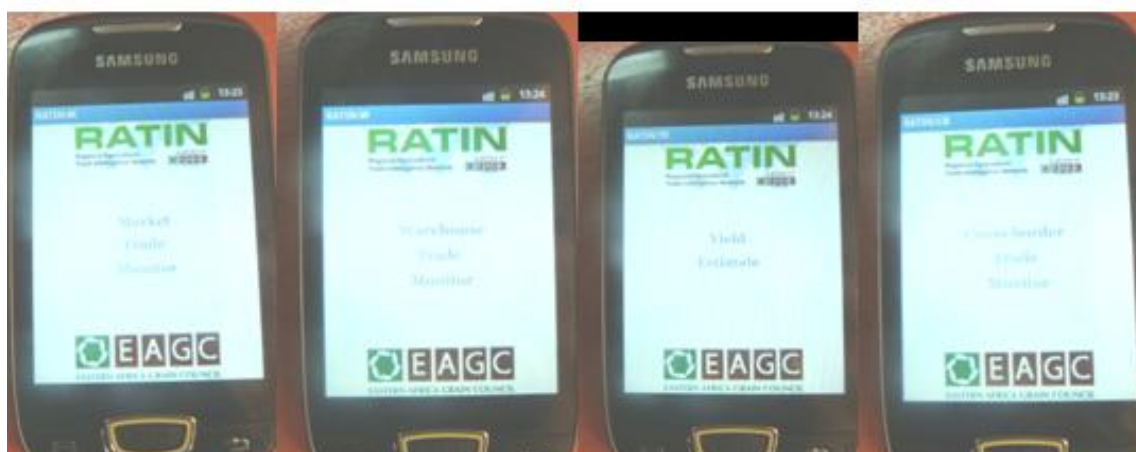
## **(iii) Market Monitors Training on New RATIN system and data collection tools**

EAGC held the border and market monitors training on 12th, 13th and 14th March at the AACC guest house in Nairobi. This training also included partners from FEWSNET and the Ministry of Agriculture. The monitors trained included monitors from Kenya, Uganda, Tanzania, Rwanda and Burundi. A total of 33 people attended the training and an assessment exam was done at the end of the training. A manual was developed to support the training.



## **(iv) Purchase of hardware and software to support MIS linkage**

The council purchased smart phones to support in the RATIN data collection process. The phones were tested and provided to the border and market monitors who will be collecting and sending data for the new system.



#### (v) Engagement of border monitors

EAGC continued supporting the monitors already recruited and the monitor's supervisors. The teams send market information from the various markets and border points. Currently EAGC monitors 35 markets and 9 borders in the region.

#### (vi) Regional Integration of New Ratin

EAGC carried out field visits to the various border and market points to support in Mapping the GIS coordinates and new Ratin practical field demonstration for the integration of the new system. The visits are been done in Kenya, Uganda, Tanzania, Rwanda and Burundi.

#### (vii) Regional Food Balance Sheet

The Food Balance Sheet process is on-going. Meetings at National level were held in Tanzania, Uganda and Kenya in February. The next meeting will be held in Rwanda. Through these national meetings, clear strategies were developed to support the process moving forward.

In Kenya, a report was done to the Agricultural Sector Coordinating Unit (ASCU) taskforce on food security, and the food balance sheet will be a standing agenda in this taskforce that meets quarterly. EAGC was tasked to present the balance sheet to the team.

A comprehensive work plan for all the countries is being developed to guide the process. Furthermore, training on Food Balance Sheet pooling of data will be held on 16<sup>th</sup> May 2012.

### d) Annual Agribusiness Fairs

#### i. Progress on the Agribusiness Expo in Tanzania

##### o Date, Venue and Theme

The preparation for the EAGC Annual Agribusiness Fair 2012 themed, **"Promoting Agribusiness for economic development and prosperity"** continued through the 1<sup>st</sup> quarter of this year. The Fair is being organized jointly by EAGC and Selian Agricultural Research Institute (SARI) and is scheduled to take place in Arusha, Tanzania on 8th and 9th June 2012.



- **Sourcing for Exhibitors and Sponsors**

The notification letters to exhibitors and sponsors were done. So far 182 exhibitors have been contacted. One sponsor has confirmed to support the supply of fertilizers for the set up of the crops demo plots.

- **Stakeholders Briefing and Media launch**

The Stakeholders Briefing and media launch took place at Kibo Palace hotel on 13th February 2012. A total of 50 stakeholders including press attended the Launch. The event was broadcasted by some media houses that were represented.

- **Setting the Crops Demonstration plots**

The preparation of the crops demo in Arusha has been ongoing. The maize crops at the demo are at different levels from germination to 10cm height. The other crops are expected to be planted soon. However, there has been low water supply. EAGC and SARI opted for installation of extra solar panels to boost the power of the solar water pump. This process started on 30<sup>th</sup> April and it's expected that more water will be available and sufficient for the crops demo site.

- **Publicity and Marketing**

The fliers and banners for this event have also been printed and circulated. The placement of adverts on the upcoming EAGC Agribusiness Fair will be done starting next month-April. EAGC identified two newspapers-Guardian, and Mwananchi to advertise the event. The designs for the adverts have been finalised. A section of Agribusiness Fair is currently under development on EAGC website. The online exhibition and sponsorship forms for have been uploaded.

## **ii. Progress on the Agribusiness Expo in Uganda**

- **Dates, Venue and Theme**

The event will take place on 21st and 22nd June 2012 at the Ngetta Zonal Agricultural Research & Development Institute (NGEZARDI). The theme was discussed and agreed as "Improving livelihoods through enhancing access to markets" and two committees were put in place; one in Kampala and the other in Lira. Proposals for the Events Manager were sent out to potential organizers and three were selected for interviewing by the organizing committee.

- **Sourcing for Exhibitors and Sponsors**

The notification to exhibitors and sponsors were done. EAGC and NGEZARDI have been marketing/promoting the event in various forums. Banners and fliers were designed and printed and they are in circulation.

- **Stakeholders Briefing and Media launch**

The Stakeholders Briefing and Media launch took place at Silver Springs Hotel in Kampala on 16th February 2012. A total of 68 stakeholders including press attended. It was during this event when EAGC and NGEZARDI formalized the partnership to organize upcoming fair through the signing of the MOU.



EAGC and NGEZARDI signing the MOU

#### ○ **Setting the Crops Demonstration plots**

A Crops demo has been set up at NGEZARDI and seed companies have already been contacted to exhibit their crop varieties. Among those who have been allocated the plots are: East Africa Seeds, Peal Seeds, Elgon Seeds, Victoria seeds, Farm field schools, research institutions and NGEZARDI.

#### ○ **Hiring of Event Organizer/Project Assistants in Uganda**

EAGC hired Swivel Marketing Uganda Ltd as the Event Organizer for the upcoming Agribusiness Expo slated for 21<sup>st</sup> & 22<sup>nd</sup> June 2012. Two interns have also been hired to support following up on registration of exhibitors and other activities. In Lira, the crops demo has been set up and seed companies have already booked the plots.

#### ○ **Publicity and Marketing**

The process of identifying the newspapers with wide coverage is ongoing. The designs for the adverts have been finalised. A section of Agribusiness Fair is currently under development on EAGC website. The online exhibition and sponsorship forms for have been uploaded.

### iii. Progress on Agribusiness Expo in Kenya

#### ○ Date, Venue and Theme

The event is confirmed to take place on 8th and 9th August 2012. The event is themed, *“Integrating innovations and technologies for sustainable agribusiness”*. The Fair will be organized jointly by EAGC, RVIST and CGA.

A Steering Committee is in place and it held 2 meetings in January and February. Under this committee, 5 sub-committees were formed as below:

- a) Event management and hospitality sub-committee
- b) Crops Demonstration sub-committee
- c) Farmer Mobilization sub-committee
- d) Livestock Unit sub-committee
- e) Sponsorship and Exhibition sub-committee

#### ○ Setting the Crops Demonstration plots

The planting was done in early March. The seed companies and other agro-dealers were approached by CGA to participate in the demo and 180 plots were allocated.

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EAGC Management